



Course Offerings FACULTY OF COMMERCE & MANAGEMENT University of Dar es Salaam

This file has been adapted from the University of Dar es Salaam (UDES) prospectus. Contact KEI for course descriptions and syllabi. Please be patient as it may take 2 to 6 weeks to obtain course descriptions (and syllabi when available). UDES does not have a digitized system for course information; so much of the work must be done manually and through direct contact with each professor.

Course Selection & Approval

UDES uses a very different system for course scheduling and registration. It is important to keep the following in mind when selecting your courses:

1. Not all courses listed in this file are offered each academic term.
2. Course availability and schedule for each academic term is made available by UDES only a couple of days before the semester starts.
3. Some courses may be cancelled after the first week of classes.

In general, the course selection process includes the following steps:

1. Select at least 10 (preferably more) courses for each semester of study. The more courses you select the better (and the quicker the process). Make sure to select courses that are offered during your semester of study; Semester 1 (Fall) and Semester 2 (Spring). Refer to other course files for more course options (<http://www.KEIabroad.org/programs/darsalaam/academics.php>).
2. Consult with your academic and/or study abroad advisor regarding your course selections. Obtain credit transfer approval from your university.
3. Inform your KEI Program Manager about your course selections.
4. KEI will check with UDES which courses will be offered during your semester of study. This process may take several weeks - sometimes longer.
5. KEI will inform you about which courses will be offered. It may be necessary to select additional courses.

Please speak with a KEI Program Manager before starting the course selection process. We will be glad to explain the education system at the University of Dar es Salaam and help you through the entire process.

Course Codes

AC	- Accounting	BAC	- Accounting related courses
FN	- Finance	BEC	- Economics related courses
MK	- Marketing	BIM	- Management Science Courses
HR	- Human Resources Management	BFN	- Finance related courses
DS	- Development Studies	BHR	- Human Resources related courses
EC	- Economics	BMK	- Marketing related courses
ST	- Mathematics and Statistics	BPW	- Project Work
BM	- General Business and Management	BIT	- Information Technology related courses
IM	- Information and Management Sciences		
IB	- International Business		

First Year

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
DS 101:	Development Perspectives I	2	1
EC 116:	Introductory Microeconomic Analysis I	3	1
ST 120:	Mathematics	3	1
BM 102:	Introduction to Business	3	1
BM 100:	Principles of Management and Administration	3	1

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
IM 100:	Introduction to Information Technology & Administration	3	1
AC 100:	Principles of Accounting I	3	1
CL 106:	Business Communication	3	2
AC 101:	Principles of Accounting II	3	2
IM 101:	Information Systems in Organizations	3	2
EC 126:	Introductory Microeconomic Analysis II	3	2
DS 102:	Development Perspective II	2	2
ST 112:	Introduction to Statistics I	3	2

Second Year [B. Com. (Accounting)]

HR 200:	Organizational Behavior	3	1
AC 200:	Managerial Accounting I	3	1
IM 200:	Quantitative Methods for Business Decisions	3	1
MK 200:	Principles of Marketing	3	1
AC 201:	Intermediate Accounting	3	1
EC 216:	Intermediate Microeconomic Analysis I	3	1
AC 202:	Managerial Accounting II	3	2
BM 202:	Introduction to Business Law and Ethics I	3	2
FN 202:	Introduction to Financial Management	3	2
EC 226:	Intermediate Microeconomic Analysis II	3	2
IM 205:	Business Research Methods	3	2
AC 204:	Taxation Theory and Practice I	3	2
BM 333:	Field Practical With Research Component	6	2
	DS 201 to DS 211 (each 2 units)		

Third Year [B. Com. Accounting]

BM 300:	Strategic Management	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
IM 305:	Management Information Systems	3	1
AC 300:	Advanced Financial Accounting I	3	1
AC 303:	Auditing I	3	1
BM 301:	Introduction to Business Law and Ethics II	3	1
AC 310:	Advanced Financial Accounting II	3	2
AC 302:	Taxation Theory and Practice II	3	2
AC 305:	Auditing II	3	2
MK 306:	Marketing of Services	3	2
FN 312:	Advanced Financial Management Topics	3	2
AC 301:	Advanced Cost and Management Accounting	3	2

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
IM 100:	Introduction to Information Technology & Administration	3	1
AC 100:	Principles of Accounting I	3	1
CL 106:	Business Communication	3	2
AC 101:	Principles of Accounting II	3	2
IM 101:	Information Systems in Organizations	3	2
EC 126:	Introductory Microeconomic Analysis II	3	2
DS 102:	Development Perspective II	2	2
ST 112:	Introduction to Statistics I	3	2
Second Year [B. Com. (Accounting)]			
HR 200:	Organizational Behavior	3	1
AC 200:	Managerial Accounting I	3	1
IM 200:	Quantitative Methods for Business Decisions	3	1
MK 200:	Principles of Marketing	3	1
AC 201:	Intermediate Accounting	3	1
EC 216:	Intermediate Microeconomic Analysis I	3	1
AC 202:	Managerial Accounting II	3	2
BM 202:	Introduction to Business Law and Ethics I	3	2
FN 202:	Introduction to Financial Management	3	2
EC 226:	Intermediate Microeconomic Analysis 11	3	2
IM 205:	Business Research Methods	3	2
AC 204:	Taxation Theory and Practice I	3	2
BM 333:	Field Practical With Research Component	6	2
	DS 201 to DS 211 (each 2 units)		
Third Year [B. Com. Accounting]			
BM 300:	Strategic Management	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
IM 305:	Management Information Systems	3	1
AC 300:	Advanced Financial Accounting I	3	1
AC 303:	Auditing I	3	1
BM 301:	Introduction to Business Law and Ethics II	3	1
AC 310:	Advanced Financial Accounting II	3	2
AC 302:	Taxation Theory and Practice II	3	2
AC 305:	Auditing II	3	2
MK 306:	Marketing of Services	3	2
FN 312:	Advanced Financial Management Topics	3	2
AC 301:	Advanced Cost and Management Accounting	3	2

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
Second Year [B. Com. (Finance)]			
HR 200:	Organizational Behavior	3	1
AC 200:	Managerial Accounting I	3	1
IM 200:	Quantitative Methods for Business Decisions	3	1
MK 200:	Principles of Marketing	3	1
FN 201:	Introduction to Financial Services	3	1
AC 201:	Intermediate Accounting	3	1
EC 216:	Intermediate Microeconomic Analysis I	3	1
	DS 210 to DS 211 (each 2 units)		
AC 202:	Managerial Accounting II	3	2
BM 202:	Introduction to Business Law and Ethics 1	3	2
FN 202:	Introduction to Financial Management	3	2
IM 205:	Business Research Methods	3	2
EC 226:	Intermediate Microeconomic Analysis II	3	2
FN 204:	Law Related to Banking and Financial Services I	3	2
FN 203:	Money and Capital Markets	3	2
FN 205:	Monetary Economics and Fiscal Policy	3	2
AC 204:	Taxation Theory and Practice I	3	2
FN 203:	Money and Capital Markets	3	2
FN 204:	Law Related to Banking and Financial Services I	3	2
FN 205:	Monetary Economics and Fiscal Policy	3	2
AC 204:	Taxation Theory and Practice I	3	2
BM 333:	Field Practical with Research Component	3	2
Third Year [B. Com. (Finance)]			
BM 300:	Strategic Management	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
IM 305:	Management Information System	3	1
IB 301:	International Business Finance	3	1
BM 301:	Introduction to Business Law & Ethics II (Pre-requisite: BM 202)	3	1

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
FN 304:	Bank Financial Management	3	1
FN 305:	The Practice of Banking	3	1
FN 306:	Lending Assessment and Management	3	1
FN 307:	Treasury Management	3	1
AC 303:	Auditing I	3	1
IM 341:	Operations Research Techniques	3	1
FN 307:	Treasury Management	3	1
AC 300:	Advanced Financial Accounting I	3	1
AC 303:	Auditing I	3	1
IB 333:	International Business Management	3	1
IM 341:	Operations Research Techniques	3	1
FN 302:	Security Analysis and Portfolio Management	3	2
FN 301:	Financial Statement Analysis	3	2
FN 303:	Law Related to Banking & Financial Services II (Pre: FN 204)	3	2
MK 306:	Marketing of Services	3	2
FN 306:	Lending Assessment and Management	3	2
FN 308:	Corporate Banking	3	2
FN 309:	Development and Investment Banking	3	2
FN 310:	Investment Analysis	3	2
FN 311:	Entrepreneurial and Small Business Finance	3	2
AC 305:	Auditing II (Pre-requisite: AC 303)	3	2
FN 310:	Investment Analysis	3	2

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
FN 306:	Lending Assessment and Management	3	2
FN 308:	Corporate Banking	3	2
FN 309:	Development and Investment Banking	3	2
FN 311:	Entrepreneurial and Small Business Finance	3	2
FN 312:	Advanced Financial Management Topics	3	2
AC 305:	Auditing II (Pre-requisite: AC 303)	3	2
AC 302:	Taxation Theory and Practice II (Pre-requisite:AC 204)	3	2
AC 310:	Advanced Financial Accounting II (Pre-requisite: AC 300)	3	2
MK 306:	Marketing of Services	3	2
B. COM. (MARKETING)			
Second Year			
	DS 201 to DS 211 (each 2 Units)	2	1
EC 216:	Intermediate Microeconomic Analysis I	3	1
HR 200:	Organization Behavior	3	1
AC 200:	Managerial Accounting I	3	1
IM 200:	Quantitative Methods for Business Decisions	3	1
MK 200:	Principles of Marketing	3	1
MK 213:	Consumer Behavior	3	1
IB 200:	International Economics	3	1
EC 226:	Intermediate Microeconomic Analysis II	3	2
AC 202:	Managerial Accounting II	3	2
BM 202:	Introduction to Business Law and Ethics I	3	2
FN 202:	Introduction to Financial Management	3	2
IM 205:	Business Research Methods	3	2
MK 201:	International Marketing	3	2
MK 202:	Marketing Research	3	2
IB 202:	International Marketing Research	3	2
BM 333:	Field Practical with Research Component	6	2
Third Year			
BM 300:	Strategic Management Entrepreneurship	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
MK 303:	Marketing Distribution and Logistics	3	2

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
Third Year			
BM 300:	Strategic Management	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
IM 305:	Management Information Systems	3	1
BM 301:	Introduction to Business Law and Ethic II	3	1
IM 330:	Purchasing and Supplies Management	3	1
IM 309:	Information System Project	3	1
IM329:	Information Management Seminar	3	1
HR 308:	Industrial Relations and Labour Law	3	1
IM 341:	Operations Research Techniques	3	1
MK 306:	Marketing of Services	3	2
IM 310:	Production Planning and Scheduling	3	2
IM 324:	Information Systems Development	3	2
MK 303:	Distribution and Logistics Management	3	2
BM 331:	Inventory Management	3	2
IM 339:	Operations and Materials Management Seminar	3	2
IM 310:	Production Planning and Scheduling	3	2

B.COM. (HUMAN RESOURCE MANAGEMENT)

Second Year

	DS 201 to DS 211 (each 2 units)	2	
HR 200:	Organizational Behavior	3	1
AC 200:	Managerial Accounting I	3	1
BM 201:	Environment of Business	3	1
MK 200:	Marketing Management	3	1
EC 216:	Intermediate Microeconomic Analysis I	3	1
IM 200:	Quantitative Methods for Business Decisions	3	1
EC 226:	Intermediate Microeconomic Analysis II	3	2
AC 202:	Managerial Accounting II	3	2
BM 202:	Introduction to Business Law and Ethics	3	2
FN 202:	Introduction to Financial Management	3	2

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
IM 205:	Business Research Methods	3	2
BS 203:	Supervisory Skills	3	2
BM 333:	Field Practical with Research Component	6	2

Third Year

BM 300:	Strategic Management	3	1
MK 301:	Small Business and Entrepreneurship	3	1
MK 307:	Business Plan Development	3	1
IM 305:	Management Information System	3	1
BM 301:	Production Planning and Scheduling	3	1
MK 300:	Strategic Marketing Management	3	1
MK 306:	Marketing of Services	3	2
HR 308:	Industrial Relations and Labour Law	3	2
MK 305:	Selling and Sales Force Management	3	2
HR 303:	Managerial Skills Seminar	3	2
HR 306:	Organizational Development	3	2
HR 307:	Labour Economics	3	2

BACHELOR OF ACTUARIAL SCIENCES

First Year

DS 101:	Development Studies I	2	1
EC 116:	Introductory Micro-economic Analysis	3	1
IS 138:	Introduction to Computer Science	3	1
AC 100:	Principles of Accounting I	3	1
BAS 100:	Introduction to Actuarial Studies	3	1
ST 101:	Differential and Elements of Finance	3	1
FN 100:	Techniques and Elements of Finance	3	1
DS 102:	Development Perspective II	3	2
BM104:	Business Communication	3	2
AC 101:	Principles of Accounting II	3	2
EC 126:	Introductory Microeconomic Analysis II	3	2
BAS 102:	Introduction to Actuarial Mathematics	3	2
ST 113:	Introduction to Probability and Statistics	3	2

Second Year

EC 227:	Macro Economic Principles	3	1
BAS 200:	Risk Theory	3	1
HR 200:	Organisation Behaviour	3	1

<i>Course Code</i>	<i>Course Title</i>	<i>Units</i>	<i>Semester</i>
ST 214:	Linear Algebra	3	1
ST 200:	Combinatorial Probability	3	1
IM 205:	Business Research Methods	3	1
EC 228:	Macro Economic Analysis	3	2
BAS 201:	Basic Pension Mathematics	3	2
BAS202:	Actuarial Modelling	3	2
FN 206:	Mathematics of Finance	3	2
FN 207:	Financial Techniques, Instruments and Markets	3	2
LW 205:	Legal Aspects of Actuarial Science I	3	2
BM 333:	Field Practical with Research Component	6	2

Third Year

BAS 300:	Insurance and Superannuation Practice I	3	1
BAS 301:	Survival Models I	3	1
BAS 302:	Mathematical Theory of Risk 1	3	1
BM 300:	Strategic Management	3	1
LW 306:	Legal Aspects of Actuarial Science II	3	1
BAS 303:	Actuarial Planning and Control I	3	1
BAS 304:	Insurance and Superannuation Practice II	3	2
BAS 305:	Survival Models II	3	2
FN 313:	Investment and Asset Management	3	2
BAS 306:	Actuarial Planning & Control II	3	2
BAS 307:	Contingent Payments	3	2
BAS 308:	Quantitative Methods for Asset Liability Management	3	2

BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.)

Year 1

BAC 100:	Principles of Accounting I	3	1
BBS 100:	Introduction to Business	3	1
BIM 100:	Elementary Business Mathematics	3	1
BBS 101:	Business Communication	3	1
BEC 100:	Micro Economics	3	2
BBS 102:	Principles & Practices of Management & Administration	3	2
BAC 101:	Principles of Accounting II (Prerequisite BAC 100)	3	2
BIT 100:	Introduction to IT and Information Systems	3	2
BBS 103:	Business Environment I	3	2
BIM 101:	Quantitative Methods for Business Decisions	3	3

<i>Course Code</i>	<i>Course Title</i>	<i>Credits Trimester</i>	
BEC 101:	Macro Economics	3	3
BBS 104:	Business Environment II	3	3
BAC 102:	Management Accounting	3	3
Year 2			
BIT 200:	Management Information Systems	3	1
BBS 202:	Introduction to Business Law	3	1
BMK 200:	Principles of Marketing	3	1
BFN 201:	Introduction to Financial Management	3	1
BMK 201:	Small Business and Entrepreneurship	3	2
BMK 202:	Marketing Research	3	2
BHR 200:	Human Resources Management	3	2
BBS 203:	Business Policy and Strategic Management	3	2
BAC 200:	Taxation	3	3
BFN 202:	Financial Statement Analysis	3	3
BMK 203:	Business Planning and Development	3	3
BMK 204:	Marketing of Services	3	3
Year 3			
BFN 300:	Financial Management for Small Business	3	1
BMK 300:	Marketing for Small Business	3	1
BFN 301:	Insurance and Risk Management	3	1
BMK 301:	International Marketing	3	1
BPW333:	Project Work	12	2